

## Message Text

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PAGE 01 PARIS 04185 181730Z

47

ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 EB-07 /020 W  
----- 082303

P 181653Z FEB 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC PRIORITY 6743

USDOC WASHDC

UNCLAS PARIS 04185

COMMERCE FOR ROBERT CLARKE

E.O. 11652: N/A

TAGS: BEXP EAIR FR

SUBJECT: PARIS AIR SHOW CONSTRUCTION BIDS

1. NINE COMPANIES RESPONDED NOON FEB. 14, REPRESENTING SEVEN BIDS. E.A.G. PLUS BERMAN AND CUSSINO PLUS INTER-PUBLIC BID JOINTLY. PER OUR REQUEST, ALL BIDS ARE IN DOLLARS, THUS REGARDLESS OF EXCHANGE RATE ON DATE OF PAYMENT, WE ARE OBLIGATED TO PAY THE DOLLAR AMOUNT. ALL CONTRACTORS WERE ASKED TO BID AUDIO/VISUAL SEPARATELY. SOME DIDNOT BID A/V AT ALL. HERE ARE THE BIDS:

NIEPCE :\$621,436.50 NO A/V BID

ALLEXPO :\$482,617 A/V -\$57,000

CUSSINO/INTERPUBLIC : \$395,260 # NO A/V BID

EAG/BERMAN : \$291,770 # NO A/V BID

CARLI : \$277,675.12 NO A/V BID

GLAHE : \$198,261 # A/V - \$5,302

TWO ADDITIONAL BIDS RECEIVED BY CABLE PAST DEADLINE - BERCAIRE - \$280,000, AMBROSIUS - \$341,900. PUBLICINAX (MR. PECHE) BID A/V ONLY PER OUR REQUEST AS A/V IS HIS SPECIALTY. HE BID 42,300 FRANCS - FOR THE INSTALLATION MAINTENANCE AND RENTAL OF ALL A/V HARDWARE. ANY ADDITIONAL SERVICE SUCH AS SOFTWARE PRODUCTION, RECORDING COSTS WILL BE EXTRA AND NOT DETERMINABLE AT THIS WRITING.

2. RECOMMEND GOING WITH GLAHE AND PUBLICINAX, AS GLAHE DOES NOT FULLY UNDERSTAND A/V REQUIREMENTS.

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PAGE 02 PARIS 04185 181730Z

PRODUCTION OF A/V SOFTWARE REQUIRES OUR CLOSE CONTROL.

TRAVEL TO GERMANY WILL MORE THAN OFFSET DIFFERENCE BETWEEN GLAHE AND PUBLICINAX CONSIDERING PUBLICINAX IS PARIS BASED.

3. PRINTING BIDS.

PRINTER:

RECOMMEND KELLER FOR LOW BID, EXCELLENT RESULTS FOR COMPOSANTS, RELIABLE.

	TOTAL PRINT ITEMS	TOTAL PRINT ITEMS
	6-SIDED FLYER	8-SIDED FLYER
UNION PRINTERS	FF 49,673.40	50,529.90
	\$LL,688.00	11,890.00
KELLER PRINTERS	FF 44,676	45,696
	\$10,512	10,752
ZICHERI PRINTERS	FF 46,766	48,076.50
	\$11,004	11,312.00

TRANSLATOR: RECOMMEND GUY LEVRIER AEROSPACE BACKGROUND, TOTALLY BILINGUAL.

URSULA GRUBER, S.A.	10,000 FF
GUY LEVRIER	4,000 FF
INTRATEC	3,950 FF

4. CANONICO ARRIVED 2/15.

5. FIRST COCOM ATTENDED BY DUSEM HELD 2/13.

6. FIRST EXCOM WILL BE HELD 2/25 AND EVERY WEEK THEREAFTER ON TUESDAYS - REPORTS WILL BE FORWARDED PROMPTLY.

7. CASHIER'S DESIGNATION HAS YET TO BE RECEIVED.  
RUSH

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Office:** ACTION EUR  
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**Original Handling Restrictions:** n/a  
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**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 MAY 2003  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PARIS AIR SHOW CONSTRUCTION BIDS  
**TAGS:** BEXP, FR  
**To:** STATE COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006